

Message Text

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ACTION NEA-10

INFO OCT-01 AF-10 EUR-12 ISO-00 EB-08 /041 W
-----014067 270551Z /17

R 261130Z DEC 77
FM AMEMBASSY MANAMA
TO SECSTATE WASHDC 5557
USDOC WASHDC
INFO AVEMBASSY ALEXANDRIA 09
AMEMBASSY ABU DHABI
AMEMBASSY ALGIERS
AMEMBASSY ANKARA
AMEMBASSY AMMAN
AMEMBASSY ATHENS
USINT BAGHDAD
AMEMBASSY BEIRUT
AMEMBASSY CAIRO
AMCONSUL CASABLANCA
AMEMBASSY DAMASCUS
AMCONSUL DHAHRAN
AMEMBASSY DOHA ASOO
AMIXBASEA ISLAMABAD 242
RUQMPIGXAMCONSUL ISTANBUL 09
AMEMBASSY JIDDA
AMEMBASSY KHARTOUM
AMEMBASSY KUWAIT
AMCONSUL LAHORE
AMEMBASSY NICOSIA
AMEMBASSY RABAT
USLO RIYADH
AMEMBASSY SANA
AMEMBASSY TEHRAN
AMEMBASSY TRIPOLI
AMEMBASSY TUNIS

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E.O. 11652: N/A
TAGS: BEXP, BGEN, AFSP, AMGT
SUBJECT: FUTURE OF RTDO ATHENS AND OF CAGNE WASHINGTON

REF: (A) BAGHDAD 2111 (NOTAL) (B) EBLAIT 6907 (NOTAL)

1. EMBASSY MANAMA CONCURS FULLY WITH REFTELS RE VALUE OF RTDO IN ATHENS AND WISDOM OF CONSULTING POSTS BEFORE DECISIONS ON CHANGES OF THIS KIND ARE MADE. WE VIEW MANY PROPOSALS FOR REGIONAL OFFICERS WITH LESS THAN ENTHUSIASM, AS DEPT AWARE, BUT WE ARE CONVINCED THAT UNDER MR. KINNENAR THE RTDO IN ATHENS HAS CONTRIBUTED SIGNIFICANTLY TO THE DEVELOPMENT OF U.S. TRADE IN THIS AREA. THE RTDO POSITION IS LIKELY TO BECOME EVEN MORE IMPORTANT IN THE FUTURE AS COMPETITIVE POSITIONS OF U.S. FIRMS CONTINUE TO WEAKEN UNDER PRESSURE OF FOREIGN FIRMS AND VARIETY OF INHIBITING U.S. LEGISLATION.

2. WITH THE HEAVY CONCENTRATION OF REGIONAL OFFICES OF U.S. FIRMS IN ATHENS, IT IS IMPORTANT THAT USG BE ABLE TO MAINTAIN DIRECT CONTACT WITH THESE FIRMS. WE INVARIABLY RECEIVE RESPONSES TO TRADE OPPORTUNITIES FROM FIRMS IN ATHENS DAYS OR WEEKS BEFORE SIMILAR RESPONSES ARRIVE FROM THE U.S. EVEN IF EMBASSY ATHENS WERE FULLY TO FOCUS ON A REGIONAL COMMERCIAL FUNCTION IT WOULD NOT HAVE THE IMPACT ON AMERICAN FIRMS OF A SPECIAL OFFICE.

3. IN SIMILAR VEIN, EMBASSY IS VERY CONCERNED OVER INFORMATION RECEIVED THAT USDOC IS STUDYING THE POSSIBILITY OF DISMANTLING CAGNE. AS CAGNE'S "CUSTOMERS", WE WOULD HOPE THAT VIEWS OF REGIONAL LIMITED OFFICIAL USE

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POSTS WILL BE SOUGHT AND BE GIVEN CONSIDERABLE WEIGHT BEFORE ANY SUCH REORGANIZATION IS DECIDED. ONE OF THE SERIOUS OBSTACLES TO FOREIGN SERVICE POSTS' TRADE PROMOTION IN OTHER REGIONS OVER THE PAST SEVERAL YEARS HAS BEEN LACK OF CERTAINTY ABOUT THE SUPPORTING CAST IN USDOC, WHICH HAS BEEN IN ALMOST CONTINUOUS REORGANIZATION SINCE THE LATE 1960'S.

CAGNE HAS BEEN A SMALL BUT DYNAMIC AND INCREASINGLY EFFECTIVE EXCEPTION TO THIS TURMOIL. CONTINUITY OFTEN HAS A VALUE GREATER THAN PERIODIC REORGANIZATION TO ACHIEVE ALLEGED IMPROVEMENT IN EFFICIENCY.

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ACTION NEA-10

INFO OCT-01 AF-10 EUR-12 ISO-00 EB-08 /041 W
-----014035 270552Z /17

R 261130Z DEC 77
FM AMEMBASSY MANAMA
TO SECSTATE WASHDC 5558
USDOC WASHDC
INFO AMEMBASSY ALEXANDRIA
AMEMBASSY ABU DHABI
AMEMBASSY ALGIERS
AMEMBASSY ANKARA
AMEMBASSY AMMAN
AHAMBASSY ATHENS 285
USINT BAGHDAD
AMEMBASSY BEIRUT
AMEMBASSY CAIRO
AMCONSUL CASABLANCA
AMEMBASSY DAMASCUS
AMCONSUL DHAHRAN
AMEMBASSY DOHA
AMEMBASSY ISLAMABAD
AMCONSUL ISTANBUL
AMEMBASSY JIDDA
AMEMBASSY KHARTOUM
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AMCONSUL LAHORE
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4. WE ARE CONCERNED THAT THESE TWO MOVES COULD BE
READ BY U.S. FIRMS AS LACK OF USG INTELLIGENCE IN THIS

GROWING MARKET JUST AT TIME COMPETITION IS BECOMING
STRONGEST IN THE TRADITIONAL MIDEAST MARKET SECTORS,

SUCH AS CONSTRUCTION, AND WHEN THE MARKET IS

BROADENING INTO CONSUMER SECTORS IN WHICH THE U.S.
HAS NENWHER A TOE-HOLD NOR IN-BUILT COMPETITIVE
ADVANTAGES. THIS IS ALSO A TIME WHEN THE POLICICAL
GOODWILL TOWARD THE U.S., WHICH SUPPORTS OUR COMMERCE,
MAY BE AT ITS HIGHEST LEVEL IN RECENT HISTORY. WE
SHOULD EXPLOIT OUR OPPORTUNITIES, AND CONFRONT
OUR PROBLEMS, BY CONCENTRATING ALL OUR EXISTING
RESOURCES IN SUPPORT OF OUR COMMERCIAL POSITION.
WE ARE CONCERNED THAT REPORTED MOVES DISCUSSED HERE
WOULD WORK AGAINST THIS GOAL.

5. WE WOULD APPRECIATE VIEWS OF ADDRESSEES IN THIS REGARD.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 26-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977MANAMA02743
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770481-0757
Format: TEL
From: MANAMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771218/aaaaaoco.tel
Line Count: 183
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e9670efd-c188-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 BAGHDAD 2111
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 130326
Secure: OPEN
Status: NATIVE
Subject: FUTURE OF RTDO ATHENS AND OF CAGNE WASHINGTON
TAGS: BEXP, BGEN, AFSP, AMGT
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/e9670efd-c188-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009